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Financial Times, July

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is a great read:

thought-provoking,

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and not 'business-lite'
like so much
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entrepreneurial
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advice. It's also
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of things, something
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many books overlook.
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Just as most car
buyers take a road

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test before committing to the purchase of a new vehicle, so serious entrepreneurs run road tests of the opportunities they consider. Each road test resolves a few more questions and eliminates a few more uncertainties lurking in the path of every opportunity.

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Now in its third
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companies including
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Chapter 1: Industry v.
Market Seven
Domains Market v.
industry o Market
Consists of group of
customers having
willingness ability to
buy products to
satisfy particular class
of Macro What is the
number of customers

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in the market? What
is the size growth rate
of the market?

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test online. Go to the
New York DMV
website and find the
option where you can
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test. Pick the DMV
office that's closest to

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you and look at the
available times for the
test. Make an
appointment for a
time that works best
for you to take the test
and write it down so
you don't forget
about it.

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pay their vehicle tolls
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ID number (above
your permit photo) 2)
Date of Birth 3) Type

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licensing course or a
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to take your test.
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7-step analysis
method for your
business idea,
identifies its strengths
and weaknesses and
helps make an
informed decision;
about whether or not
to proceed before you
invest time, money
and significant
resource.

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TEST - Books that
can change your life
So before spending
time and money on a
new enterprise it's
vital to know if your
idea is actually going
to work in practice.
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Road Test shows you
how to avoid the
obvious mistakes that
everyone else makes.

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this best-selling book
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version of the 7
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for anyone wanting to launch a start-up. The new and fully updated case studies – Ella's Kitchen, Whole Foods, eBay and more – and 'seven domains' framework will help you avoid impending disaster and enhance your chances of achieving your entrepreneurial dreams.

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Test FAST? Typically,
Should Do
it takes 6 to 8 weeks
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to schedule a road
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test appointment. W
However, with a rush
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appointment, you can
get a road test within
3 weeks (usually
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test their start-up idea
while out and about. It
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The New Business
Road Test shows how
to assess market
opportunities. Building
on lessons learned by
studying numerous

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the book details the
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author's seven
Entrepreneurs
domains model for
And Executives
assessing new
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business ideas. The
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model is comprised of
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four market and
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industry domains and
three related to the
entrepreneurial team.

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Entrepreneurs and...
John Mullins
developed the Seven
Domains Model and
published it in his
2003 book "The New
Business Road Test."
The model helps you
explore a business
idea from a variety of
angles, including
factoring in the
knowledge and
attitudes of your team.

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This helps you test
the viability of your
venture before you
write a business plan
or pursue funding.

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